

Why the stock market isn't as high as it looks

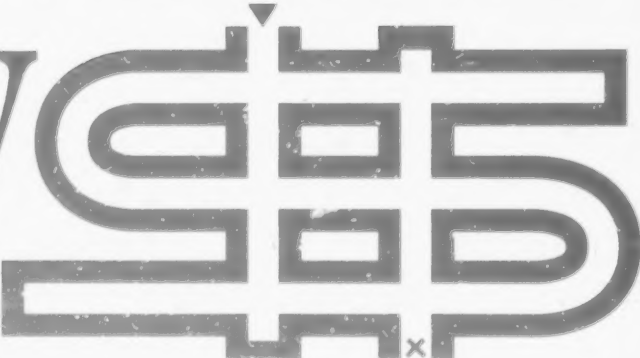
How Maybelline is winning the hearts of America's black women

Thomas Sowell: How colleges milk families and the government

June 24, 1991 Four Dollars

Forbes

Annual Money Guide

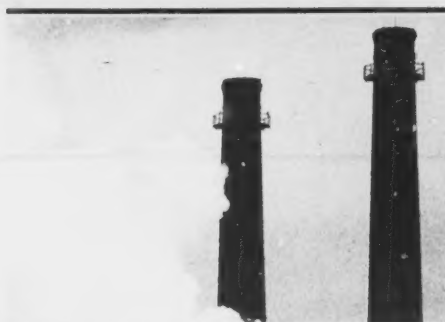
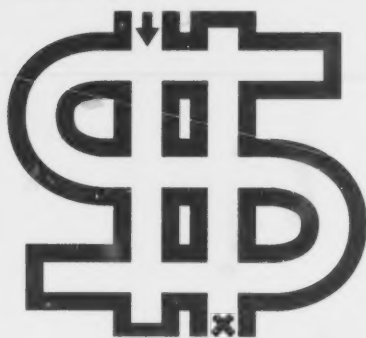


Second-to-die insurance—does it really work?
Where to put your college savings. The pitfalls
in cheap term insurance. It's not too late to buy
junk bonds. Bargains in distressed real estate.
Should you deed your house to your children?
How to use your modem to get free investment
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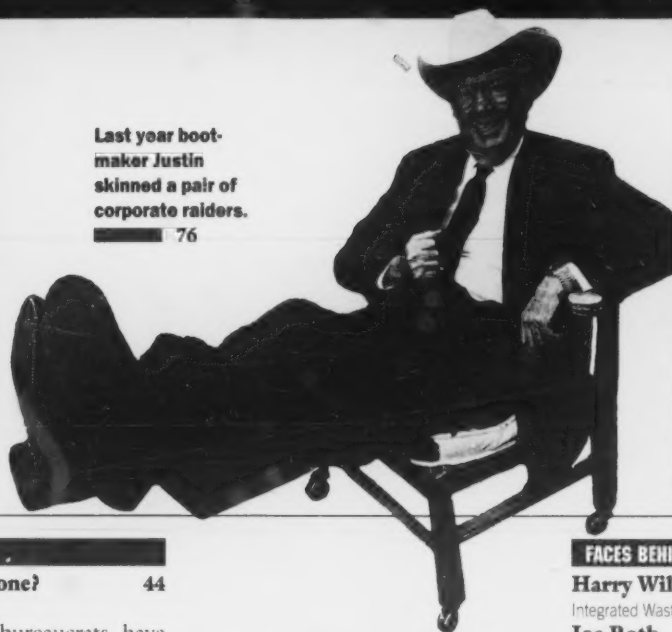


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The Forbes Index (1967=100)



After six monthly declines (August through January), the government's index of leading economic indicators rose for the third month in a row in April. This index tracks 11 components such as building permits and stock prices. New orders for durable goods rose 3%, the first gain in four months. Wages and salaries rose a modest 0.2% in April. True, personal spending fell 0.1%. But given the normal lags between economic recovery and adding to payrolls, the unemployment and spending pictures should brighten during the next few months.

Other key rates

Other key rates	Source	Status
Prime rate	Chase Manhattan Bank	8.5%
Auto sales year to date vs 1990 ¹	Ward's Automotive	-14.3%
Index of leading indicators Apr vs Mar	Dept of Commerce	0.6%
Trade balance 12 months ended Mar 1991	Dept of Commerce	-\$91 bil
All-commodity producer price index Mar vs Feb ²	Dept of Labor	0.0%
GNP 1st quarter vs. 4th—annualized growth	Dept of Commerce	-2.8%
NBER Experimental Recession Probability Index ³	Natl Bureau of Economic Research	2.0%

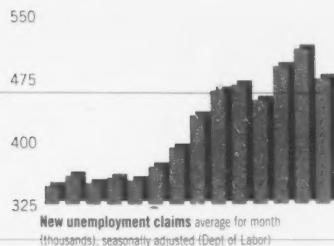
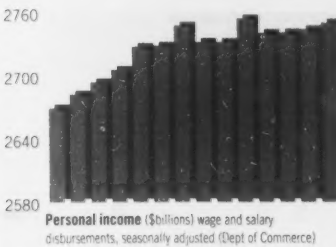
¹ U.S.-based manufacturers, excludes imports, as of 5/20/91.

² Wholesale goods. ³ April 1991.

Index components

The Forbes Index is a measure of U.S. economic activity composed of 8 equally weighted elements: Total industrial production, new claims for unemployment compensation, the cost of services relative to all consumer prices, new housing starts, total retail sales, the level of new orders for durable goods compared with manufacturers' inventories, personal income, total consumer installment credit.

To measure these 8 elements, Forbes monitors 10 series of U.S. government data. The last 14 months' data for each series are presented below.



M A M J J A S O N D J F M A

M A M J J A S O N D J F M A

M A M J J A S O N D J F M A

Sustainable gains?

COMMENTARY BY MICHAEL GIANTURCO



Michael Gianturco is president of The Princeton Portfolios, a New Jersey asset management firm that specializes in science and technology stocks.

WITH FIRST-QUARTER earnings reports now mostly out, it is a logical time to review a list of the fastest-growing technology companies. The top ten science and technology companies in the current Princeton Portfolios database, ranked in terms of percentage earnings growth for the current quarter over the year-ago quarter, are noted in the table. To keep the rankings realistic, companies with tiny or negative year-ago earnings were excluded from the computer scan.

A few of the winning stocks (Amgen and Borland International, for example) have long since become the household words of the high-technology group. But there are some surprises here as well. Which companies are likely to sustain their excellent growth—and which are one-quarter wonders? Let's take it from the top.

IPL Systems has been outrunning the technology superstock, drugmaker Amgen, in both sales and earnings growth—yet comparatively few investors are alert to its progress, probably because of its relatively small gross revenues. *FORBES* included it in the best small companies in America (Nov. 12, 1990). IPL has been around since 1973. Its vigorous growth began in 1985, when it started building compatible storage products (disk arrays, memory upgrades, tape subsystems) for IBM midrange computers, notably the AS-400.

The current quarter's extraordinary 300%-plus growth rate is excep-

tional. It happened because IPL Systems was working off a backlog of orders for a new disk array product introduced last September. In coming quarters, the growth rate will probably return to its norm—but bear in mind that the norm has been an annual doubling in revenues. There is some new stock in the offing, and earnings growth will not look as spectacular in coming quarters, so IPL Systems is not a buy just now. But it is a stock to watch.

Alex. Brown & Sons is one of four brokerages most closely identified with science and technology stocks. Its strong percentage growth figure is based on the solidly bullish market for technology stocks and new issues that began last October. (For more on new issues, see p. 216.) Some investors bet this stock as a proxy for the technology group, much as they might invest in, say, Merrill Lynch as a proxy for the broad market. Whether the growth can be sustained will depend upon the market for technology stocks at large, but note that it is an important stock to follow as a group bellwether.

Komag Inc. manufactures disk drives, and the drive stocks seem to have been tarred with the same brush as the big computer stocks. This is not very logical, but it is the case, and until issues like Apple and Compaq make a comeback, we will stay away from disk

drive stocks.

Cisco Systems and Synoptics Communications are two stocks my firm has bought recently. They are familiar names, popular with institutions, and both deep in the business of linking together computers and networks of diverse types and languages.

RasterOps makes graphic art imaging computer systems—ad agencies and magazines use them in pre-press work (*FORBES*, Feb. 2). It is a technology leader and has grown from zero to \$70 million in sales in just three years. RasterOps can probably sustain good earnings growth, but its already high visibility precludes a buy.

Landmark Graphics sells software used by oil company geologists to analyze geophysical data characterizing underground formations. New 3-D seismic data visualization techniques enable them to hunt for oil on the screens of their computers. Landmark owns about half the market for this software. But don't buy it unless you follow, as well, the oil and gas industry and its spending habits.

We also bought Zeos International from this list. We were shopping for a computer, not a stock, when we learned about Zeos. It makes those cheap, technically excellent, IBM-compatible PCs of the sort that have been undercutting IBM and Compaq on price. The margins are small, but Zeos' sales are large and growing. ■

Here are the quarter's top ten technology-based stocks ranked by earnings growth. Which ones can keep it rolling?

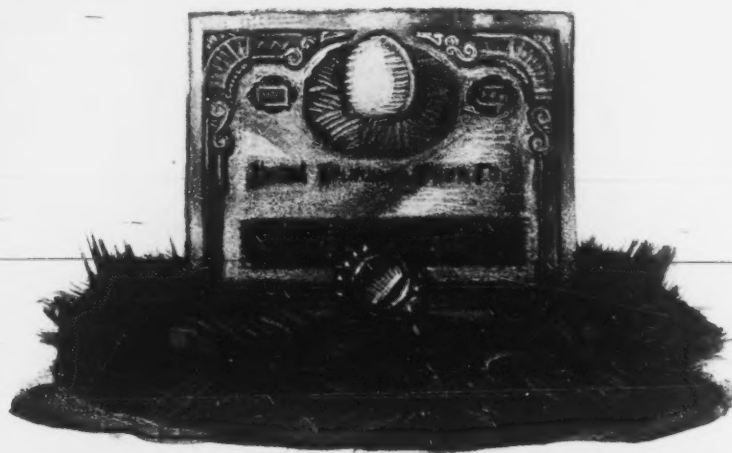
The best of the techs

Company	Sales growth	Earnings growth	Profit margin for qtr	Revenue for qtr (\$mil)
IPL Systems	310%	329%	17%	\$19
Amgen	145	328	26	140
Alex Brown	37	313	11	94
Komag Inc	64	245	12	49
Cisco Systems	178	185	23	50
RasterOps	55	125	9	18
Landmark Graphics	54	117	11	24
Synoptics Commun	103	109	16	61
Zeos International	126	106	4	59
Borland International	103	90	12	71

New issues? They are by and large a sucker's game. Don't play it unless (a) you can get them at the inside price; (b) you're buying in a bear market; and (c) you get rid of them quickly.

Getting taken

By Mark Hulbert



ONE OF THE MOST enduring stock market myths in academia is that new issues are a great buy. As the myth runs,

when Widget Co. goes public at \$20 a share, the stock's true value is more like \$22, and brokers are doing their customers a favor in cutting them in on the offering.

In academia, the myth takes the form of an "anomaly" that the finance professors carefully carve out from their cherished efficient-market hypothesis. This hypothesis declares that all stocks are rationally priced at all times, so there is no way to consistently beat the market; the anomaly of bargain-price new issues is explained as a way that the broker rewards good customers for other business they bring to the firm.

Some reward! While some brokers do dole out small amounts of the better new-issue deals as a way to reward faithful clients, there aren't many such deals, and if there are you won't get much of them. Most new

issues are overpriced, not underpriced, and they don't perform well over the long pull. Why should they be underpriced? Companies don't go public out of charitable instinct.

Suspicious that new issues were not all they were cracked up to be, *FORBES* set out six years ago to systematically study their long-term performance. The conclusion, from a review of 1,922 initial public offerings between the mid-1970s and the mid-1980s, was this: New issues, on average, do worse than the overall market (*FORBES*, Dec. 2, 1985).

The magazine's latest analysis covers 2,223 companies that went public between the beginning of 1981 and the end of April of this year. The conclusion remains that a strategy of buying new issues doesn't work. Yes, some new issues do spectacularly well—Microsoft and Amgen, to name two. But the average new issue does very badly. Someone who bought equal dollar amounts of all 2,223 would be 14% poorer today (as of Apr. 30) than someone buying the S&P 500

index on each of the dates when the new issues came out. Far from doing their loyal customers a favor, brokers who peddle new issues are simply overcharging them.

The academics are coming around to the view that new issues are not a good long-term buy, because their "excess" returns tend to come quickly and then cease. Thus, while academic studies in the 1960s and 1970s concluded that new issues are priced below their true values, a 1991 analysis by Associate Professor Jay Ritter of the University of Illinois at Champaign-Urbana comes to a very different sort of conclusion. Ritter's study found that while the average new issue has a first-day gain of 16.4%, for at least three years thereafter it underperforms the stock market as a whole.

No question, new issues do often shoot up in aftermarket trading, Duracell International being a recent case in point. Taken public by Merrill Lynch on May 2 at \$15, it spiked to 21½ the next day. So if you can buy a hot issue at the offering price and sell quickly, you might make money—assuming you can count on finding a greater fool to sell to.

As for the eager buyers who weren't allowed in at the offering but leap to buy at rising prices in the aftermarket: They are indeed greater fools. Some supporting evidence on this score comes from the *Hulbert Financial Digest's* tracking of investment newsletters, a few of which cover new issues. In analyzing them, I assume that the subscriber cannot act on a buy recommendation until the first day of aftermarket trading.

The service for which I have the most data is *New Issues*, edited by Norman Fosback and Glen Parker of the Institute for Econometric Re-

The top-performing new issues

Company/business	Price		Offer value (\$mil)	Offer date	% gain		Underwriter
	offer ¹	recent ²			actual	rel to S&P 500 ³	
Home Depot/home improvement centers	\$0.47	\$57.50	\$7	9/30/81	12,031%	3,755	Bear Stearns
Liz Claiborne/women's apparel	0.79	43.88	22	6/30/81	5,440	1,937	Merrill Lynch
King World Productions/film distribution	1.11	30.75	13	12/7/84	2,668	1,196	PaineWebber
US HealthCare/health care services	1.76	44.75	20	2/11/83	2,448	1,002	Merrill Lynch
Cracker Barrel Old Country/convenience stores	1.32	28.75	6	11/30/81	2,083	735	JC Bradford
Washington Federal S&L/thrift	1.59	33.25	11	1/17/83	1,998	822	EF Hutton ⁴
Microsoft/computer software	5.25	99.00	59	3/14/86	1,786	1,188	Goldman Sachs
Adobe Systems/computer software	2.75	51.75	6	8/15/86	1,782	1,239	Hambrecht & Quist
Atlantic Southeast Air/airline	1.63	28.00	5	12/28/82	1,622	650	Robinson-Humphrey
AL Williams ⁵ /insurance	1.60	23.17	9	12/28/82	1,348	601	self

New-issue bombs

Company/business	Price		Offer value (\$mil)	Offer date	Underwriter
	offer ¹	recent ²			
Televideo Systems/computer equipment	\$18.00	\$0.22 ⁷	\$113	3/31/83	LF Rothschild ⁸
Worlds Of Wonder/toys ⁹	18.00	0.00	108	6/20/86	Smith Barney
Victor Technologies/computer equipment	280.00	0.38 ⁷	79	3/31/83	LF Rothschild ⁸
Vestron/video distribution	13.00	0.13	70	10/11/85	Merrill Lynch
General Homes/residential builders	19.00	0.06 ⁷	67	6/30/83	Shearson Lehman
Priam/computer equipment	17.00	0.06 ⁷	65	6/21/83	Hambrecht & Quist
Elxsi/computer equipment	12.00	0.13	60	11/10/83	Merrill Lynch
AmeriFirst Bank/thrift	8.00	0.01	57	11/7/86	PaineWebber
Mediagenic/computer software	60.00	0.02	48	6/9/83	Morgan Stanley
TGX/oil & gas exploration	13.00	0.13	46	6/30/81	Merrill Lynch

Only a handful of new issues of the past decade produced extraordinary gains (above). Of the 2,223 stocks that went public from January 1981 to April 1991, 161 lost 98% or more of their value. At left are the biggest disasters.

¹Per common share adjusted for splits. ²As of Apr. 30. ³The percentage by which \$100 invested in the stock exceeds the ending value of \$1 invested in the S&P 500. ⁴Acquired. ⁵Now part of Shearson Lehman Brothers. ⁶Bankrupt. ⁷Most recent quote available. ⁸Subsidiary of Franklin Financial. Sources: Security Data Co., Wilshire Associates.

search in Fort Lauderdale, Fla. This newsletter has recommended over 100 new issues since January 1983. I calculate that the letter lagged the market by a huge margin, achieving a compound annual total return of just 5% over this period, in contrast to the S&P 500's 17%.

How can it be that new issues are so consistently terrible? Why hasn't the investing public wised up? The academics haven't yet fully explained this market anomaly, but I can offer two theories. The first is psychological. It says that people are more likely to remember a new-issue success than a new-issue failure. Ask a seasoned market watcher for the names of some successful new companies of the past decade and he may have no difficulty rattling off examples like these: Liz

Claiborne, Microsoft, Amgen. These issues are memorable because the companies in question are still around and very visible. But your historian would have to think harder to remember Televideo Systems, Worlds Of Wonder and Victor Technologies (see table above). These were big issues, raising more dollars in their initial offerings than the three successes cited. They are forgotten because they wiped out their initial investors and aren't around to remind us of what happened. The net effect of these selective memories is that investors are likely to think that new issues do better than they in fact do.

The second theory on the new-issue anomaly is more cynical. It says that brokers continue to sell overpriced stocks because they are given

an incentive to sell them. The typical underwriting margin on a new issue is over 7%, of which the retail broker who makes the sale pockets about a third or more. For handling a trade on an existing stock, a brokerage firm would get a commission of only 1% to 2%, and the broker would pocket at best 45% of the commission.

If you are determined to play the new-issues market, here are a few tips to improve your performance.

First, if you throw enough business to your broker that he owes you a favor, take advantage of it to get in on the new issues that are oversubscribed. Avoid the ones that are available in unlimited amounts.

Second, sell quickly. Someday word on the miserable aftermarket performance of new issues will leak

The biggest underwriters

Underwriter	Number of issues	—% of issues that— went up	beat the market	—Average performance— actual	rel to S&P 500	Total offer val (\$mil)
Merrill Lynch	170	52%	36%	72%	103	\$10,584
Goldman Sachs	93	65	46	77	119	9,879
First Boston	62	68	45	61	112	7,441
Shearson Lehman Brothers	113	54	44	49	100	6,932
Morgan Stanley	73	60	44	62	109	6,354
Salomon Brothers	72	56	40	35	90	6,236
Drexel Burnham Lambert*	131	50	37	33	91	5,387
Alex Brown & Sons	185	51	40	74	109	4,738
EF Hutton†	91	49	33	53	86	3,630
Bear Stearns	68	50	35	197	140	3,476

*Bankrupt. †Now part of Shearson Lehman Brothers.

Brokers are ranked by the total offer value of new stock issues since January 1981. Our study covered only offerings that raised at least \$5 million and were priced at \$5 or more.

out. Then the supply of greater fools will shrink and you may get stuck holding a bad stock.

Third, avoid new issues during those periods when the most new issues are coming to market—such as right now. Why? Because underwriters tend to exploit periods of speculative excess in the new-issues market by bringing an inordinate amount of junk to market. Look at the table below, showing new-issue performance year by year. The classes of 1983, 1986 and 1987 were by far the largest since 1981 and, not surprisingly, had among the worst performances relative to the market. During those years when there was less enthusiasm for new issues, in contrast, un-

derwriters were forced to bring to market a smaller number of higher-quality companies at a better price. The classes with the highest relative performance were 1982, 1988, 1989, which are the three classes with the fewest members.

Finally, avoid offerings whose lead underwriters have bad records; see the underwriter table above.

A brief note on the methodology behind the statistics in these tables. FORBES compared the original offering price, adjusted for splits, with the most recent price. Thus, the performance numbers understate how much money the average buyer would have lost, since average buyers in many cases had to pay more in the

aftermarket.

In two other respects as well, FORBES is being too easy on new issues. The FORBES database excludes those new issues whose initial offering price is under \$5 or whose total offering size is under \$5 million. This biases the results in favor of new issues, since it removes from consideration the penny stock market, where bankruptcies, overpricings and outright frauds are the most common. Second, FORBES ignored dividend payments, which are much higher on the S&P 500 used as a benchmark than on new issues.

In contrast, the *Hulbert Financial Digest* gives no credit for first-day gains and does include dividends in its performance numbers.

In the tables, "relative performance" is calculated as follows: Divide the ending value of \$100 invested in the new issue by the ending value of \$1 invested on the same date in the S&P 500. Thus, a relative performance of 100 means that the stock did the same as the market. If the newly public company was bought out, its ending value is the acquisition price and the comparison is with the S&P on the buyout date.

As you can see from the tables, buying initial public offerings is one of the dumbest ways to invest.

Don't buy when the market is hot

Year	Number of issues	Performance		
		actual	rel to S&P 500	rel to Nasdaq
1981	174	125.5%	87	103
1982	44	185.4	115	138
1983	445	40.0	71	90
1984	165	65.5	84	97
1985	191	50.9	84	100
1986	468	19.3	79	90
1987	351	4.7	88	96
1988	123	45.9	106	116
1989	116	32.1	117	123
1990	123	13.3	103	91
1991*	23	26.1	122	118
Average		40.8	86	98
Total	2,223			

*Performance as of Apr. 30.

The worst years to buy new issues are the years when a lot of new issues are coming out.

Mark Hulbert is editor of the Alexandria, Va.-based *Hulbert Financial Digest*. His newest book is *The Hulbert Guide to Financial Newsletters* (New York Institute of Finance).

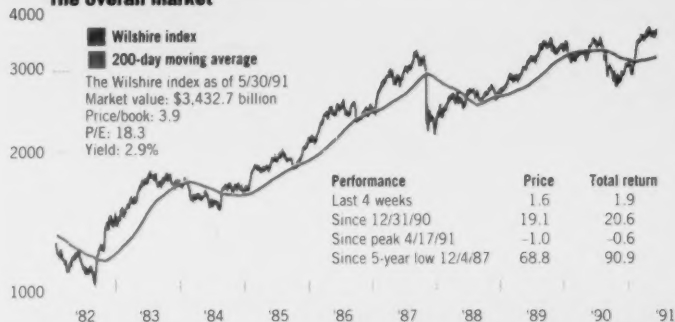
Economists are not expecting a rapid economic recovery, but this doesn't bother Eric T. Miller, chief investment officer for Donaldson, Lufkin & Jenrette. Indeed, Miller believes that a moderate, rather than strong, recovery has a better chance of being a sustained one.

Miller does caution that if there isn't a recovery this year, or if the recovery is surprisingly strong and pushes up interest rates, then stocks could fall. Despite these complications, Miller is "selectively bullish" on certain technology companies such as Digital Equipment, Mentor Graphics and Tandem Computers. In all three cases Miller is impressed by cost-cutting and new products.

Walter Murphy, technical analyst at Merrill Lynch, predicts that the Dow will probably peak at 3050 to 3150 this year. Murphy says the market seems slightly overvalued, in light of its low dividend yield (currently at 2.9% for the Wilshire index). He also thinks the relatively low amount of cash in portfolios compared with January should limit the market's climb. "It [cash] is ammunition," he notes, "and it has already been spent."

For the two weeks ended May 30, the capitalization-weighted Wilshire index was up 3.8%. It closed the period near a record high. The next day, the 30 stocks in the Dow industrials closed at a record 3027.

The overall market¹



The best performing stocks

Company	Price	2-week change	P/E	Avg vol (thou) ²	Rel vol ³
Charming Shoppes	21 $\frac{5}{8}$	29%	27	6,789	1.3
Computer Associates Intl	9 $\frac{3}{4}$	28	11	12,217	2.2
AmeriTrust	21 $\frac{1}{4}$	27	NM	3,410	2.4
Black & Decker	15	26	20	4,154	1.4
Family Dollar Stores	23 $\frac{1}{8}$	23	26	934	1.1

The worst performing stocks

Company	Price	2-week change	P/E	Avg vol (thou) ²	Rel vol ³
Rollins Environmental Svcs	10 $\frac{1}{8}$	-12%	22	2,379	0.9
Public Service Colorado	21 $\frac{3}{8}$	-10	8	2,085	1.7
Commerce Clearing House	17 $\frac{1}{2}$	-10	17	401	1.9
Cyprus Minerals	18	-10	8	1,137	1.4
Seagate Technology	10 $\frac{3}{4}$	-9	7	8,843	0.6

Closeup on the market

Index or investment	Price or rate	2-week change	Index or investment	Price or rate	2-week change
Wilshire index 6,000 stocks, capitalization weighted	3,693.3	3.8%	Europe, Australia, New Zealand and Far East* (EAFE) a dollar denominated capitalization weighted index	856.10	0.1%
Wilshire index 6,000 stocks, equal weighted	24.7	3.2	Institutional* Approximately 200 stocks with high institutional ownership	127.69	6.5
Dow Jones industrials 30 stocks, divisor-adjusted price average	3,000.5	3.7	Individual* Approximately 200 stocks with low institutional ownership	104.61	1.6
S&P 500 Capitalization weighted cross section, major stocks	387.0	4.0	Russell 2000 index 2000 small market value stocks, capitalization weighted	176.82	3.6
NYSE Capitalization weighted, all listed common stocks	211.5	3.7	Gold* (composite quote of 6 major dealers)	\$363.40	2.0
Amex Capitalization weighted total return: stocks, warrants	369.8	3.2	Yen* (per \$U.S.)	137.80	0.2
Nasdaq Capitalization weighted, all issues except warrants	503.2	4.4	Commodity index* (CRB futures index, 1967=100)	215.64	0.2
Amex international market index Capitalization weighted, 50 largest ADRs	316.7	0.1	Oil* (W Texas, Intermediate)	\$21.30	1.9
			T bills* (90 days)	5.44%	5 basis points ⁷
			Broker loan rate*	7.50%	Unchanged

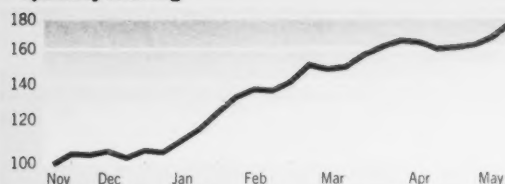
Note: All data for periods ending 5/30/91. Wilshire index reflects price performance. It differs slightly from market value of outstanding stocks because of retirements of equity since the index was created. Stocks listed above have market capitalization of \$500 million or more. ¹Capitalization weighted, prepared by Wilshire Associates, Santa Monica, Calif. ²Average daily volume over recent 2-week period. ³Average daily volume over the last 2 weeks, divided by the average daily volume during the preceding 3 months. ⁴Morgan Stanley Capital International Perspective. ⁵For period ending 5/31/91. A. Arbel, Cornell University, using Ford Database from Ford Investor Services. ⁶Knight-Ridder Financial Information. ⁷A basis point is equal to one-hundredth of a percentage point. NM: Not meaningful.

INDUSTRY REVIEW

BY GILBERT STEEDLEY

Best industry over the last 6 months

Specialty retailing



Is Wall Street too far out in front of the home building industry? For the six months ended Apr. 24, residential construction stocks were the market's third-best-performing group. In contrast, new housing starts have had a more subdued recovery. Although housing starts increased for the three months ended Apr. 30, April's total was still 18% below the depressed figure for April 1990.

The best-performing group of stocks was specialty

Worst industry over the last 6 months

Offshore drilling



retailers. The largest stock in this group, Limited, was up 72% over the past six months.

With the end of the Persian Gulf crisis, many energy stocks lost their speculative premiums and didn't keep pace with the rest of the market. "It is going to take higher prices for gas to bring back drilling," says Robert Dorsey of Dallas Securities Investment Corp. But he also thinks gas prices and drilling activity could pick up next year.

Leading industries

Specialty retailing

Company	Recent price	6-month price change	Latest 12-months EPS	P/E	Debt/equity
Merry-Go-Round Enterprises	31 3/4	144%	\$1.15	27	20%
Charming Shoppes	20	103	0.85	24	12
Gap	60	89	2.32	26	1
Limited	27 1/4	72	1.07	26	35
Petrie Stores	20 1/2	43	0.10	NM	20

Healthcare services

Company	Recent price	6-month price change	Latest 12-months EPS	P/E	Debt/equity
US HealthCare	35 1/4	108%	\$1.37	26	3%
Medco Containment Svcs	49	65	0.81	60	35
National Health Labs	20	42	0.88	23	9
Community Psych Centers	34 3/4	35	1.85	19	6
National Medical Enterprises	46 3/8	24	3.35	14	108

Residential construction

Company	Recent price	6-month price change	Latest 12-months EPS	P/E	Debt/equity
Hovnanian Enterprises	7 1/8	148%	\$-0.74	NM	140%
Kaufman & Broad Home	14 3/4	111	0.93	16	71
Lennar	22 3/8	71	1.55	15	50
Centex	37	57	2.83	13	31
Ryland Group	18 3/4	56	0.66	28	89

Lagging industries

Offshore Drilling

Company	Recent price	6-month price change	Latest 12-months EPS	P/E	Debt/equity
Noble Drilling	5 1/4	-24%	\$-0.37	NM	35%
Atwood Oceanics	11 1/2	-19	-1.31	NM	55
Ocean Drilling & Exploration	17 3/4	5	0.71	17	33
Global Marine	4 3/4	12	-0.26	NM	NM
Sundowner Offshore Svcs	8 3/4	13	0.48	18	2

Oil & gas exploration

Company	Recent price	6-month price change	Latest 12-months EPS	P/E	Debt/equity
Oryx Energy	32 1/2	-25%	\$2.82	12	NM%
Anadarko Petroleum	26 1/4	-21	0.86	31	69
Noble Affiliates	14	-18	0.61	23	90
Unocal Exploration	11 1/8	-13	0.66	17	121
Apache	15 3/8	-9	0.91	17	50

Gas utilities

Company	Recent price	6-month price change	Latest 12-months EPS	P/E	Debt/equity
Pacific Enterprises	30 3/8	-23%	\$-0.94	NM	95%
Columbia Gas System	40 3/8	-19	2.16	19	81
Consolidated Natural Gas	39 3/4	-16	2.00	20	61
Arkla	18 1/8	-13	4.63	4	126
Sonat	44 1/2	-13	2.95	15	93

Industry performance is based on 6-month price change. Industries listed above have a market capitalization of \$100 million or more and at least 5 companies. NM: Not meaningful. All data ending 5/24/91. Source: Media General, via Lotus One Source.